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*A Program of the Maine Municipal Bond Bank and the Maine  
Health and Higher Educational Facilities Authority*

# **Maine's Non-Profit Energy Purchasing Consortium**

# Who Are We?



## **Non-Profit Quasi State Agency sponsored by:**

- **Maine Municipal Bond Bank**
- **Maine Health and Higher Educational Facilities Authority**

- **Governmental Units-**  
including -> towns, schools, sewer and water districts  
libraries
- **University of Maine System**
- **Non-Profit Healthcare and Higher Education organization**
- **All Non-profits**

## Who Are We?



- **Non-Profit Energy Purchasing Consortium**  
which aggregates member's energy needs  
and purchasing power
- **Over 690 Members**
- **Largest electricity “Aggregator” in the State of Maine**
- **Over 370 Participants in our Electricity Program**
- **Contracted approximately 4,000 accounts**
- **5.3 Million in savings for Members in 2004**
- **Conventional and Renewable/Green Supply**

# Electricity Market –Points to Remember

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Given the current market level, market trend (upward for the foreseeable future), and market volatility we believe the current goals of competitive electricity contracts should be:

- 1) Provide budget protection
- 2) To lock in a reasonably low rate to minimize risk and provide savings over the life of the contract
- 3) To meet any renewable supply goals an organization has identified

**Stay informed and pro-actively**  
**manage the process**

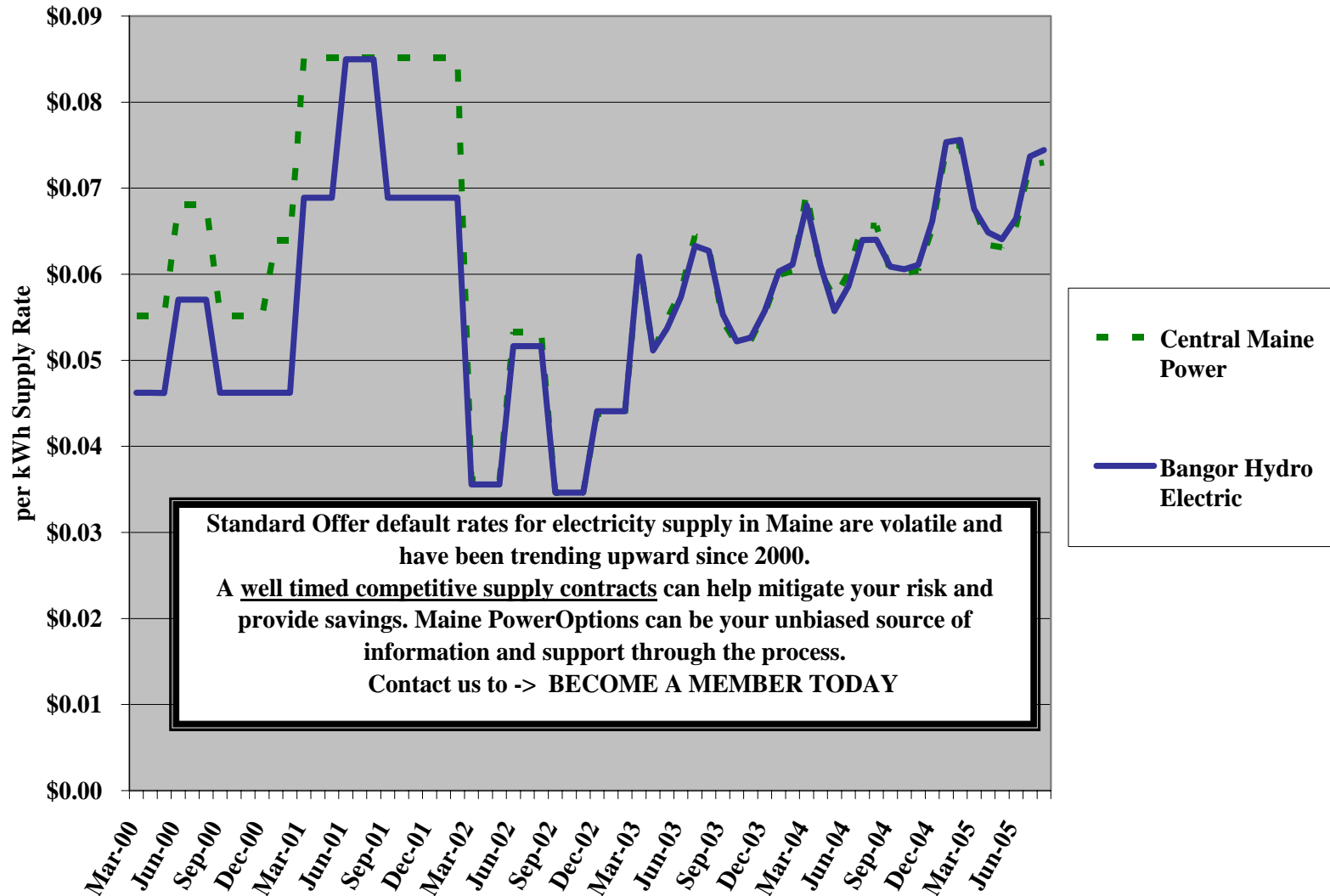
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**by knowing the:**

- **Current standard offer prices, term and trend**
- **Public Utilities Commission policies and goals and how they are designed to impact electricity pricing**
- **Market background, trends, and realities (be realistic)**
- **Your organization's tolerance for risk and budget needs**
- **To meet any renewable supply goals an organization has identified**



## Medium Rate Class Standard Offer Rates Central Maine Power and Bangor Hydro Electric



Standard Offer March 2000 through August 2005



## *Benefits to Working with Maine PowerOptions*

- Fixed price-budget certainty and lower supply rates- our current Bangor Hydro Electric distribution area supplier, Constellation NewEnergy, provides Maine PowerOptions Members with NewEnergy's lowest supply price available in the Maine Market
- Opportunity to review offers without obligation
- We watch the market for low points and alert you to opportunities
- Unbiased options laid out for you
- No Brokers Fees which would add to your per kWh cost
- Legal review of contract terms saving you administrative and legal expenses
- Longer time periods to make decisions on pricing than is common in Maine's electricity market





## Benefits to Working with Maine PowerOptions

- MPO follows and keeps you appropriately informed on market trends
- Budget preparation assistance through pricing updates and member specific analysis
- MPO expertise to act as your advocate, address your questions and concerns, and guide you through the process
- Buying power- strength in numbers
- Conventional and "greener" renewable supply options





## Pre-Offer Analysis

Annual Difference per .01 per kWh by Member and Offer Group	
Member	Total Annual difference per .01/kwh by Member
Smith Village School District	\$ 60
Glenridge Nursing Home	\$ 672
Springfield Water District	\$ 852
Winston, Town of	\$ 168
Bakersfield Academy	\$ 1,008
Jessup Utility District	\$ 132
<b>Annual Difference all CMP Members</b>	<b>\$ 2,892</b>
Willowridge Library	\$ 183
Judding Memorial Hospital	\$ 1,449
School Union #925	\$ 955
University of Winslow	\$ 2,355
<b>Annual Difference all BHE Members</b>	<b>\$ 2,936</b>
<b>Annual Difference per .01 kWh for all Members</b>	<b>\$ 5,828</b>



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## Willowridge Water District Pricing 3/29/05

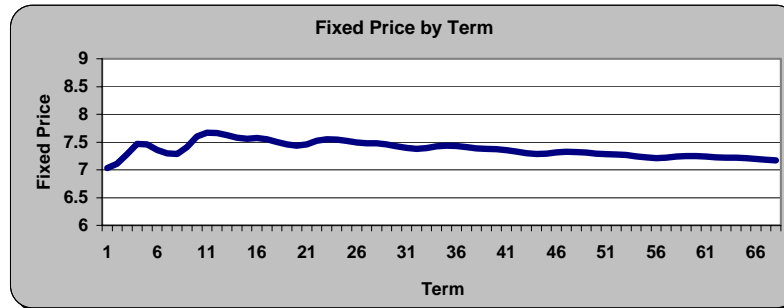
All pricing starts with the first meter read date after April 1, 2005 All rates are \$ per kWh.

Pricing has moved up since mid-winter and the overall market level is expected to go up over the next several years

### Current Competitive Pricing 3/28/05

Contract End	Pricing
1	7.0353
2	7.1083
3	7.2894
8	7.2891
20	7.4338
32	7.3791
44	7.2863
56	7.2121
68	7.1700

### Graphic Showing the effect of longer pricing terms



### New Standard Offer Rates , Market Trends & Market Level

New Standard Offer Rates for all rate classes took effect March 1st. The price trend for all rate classes has been upward since de-regulation in 2000. Energy prices are predicted to rise for the foreseeable future. Currently 40% of Maine's electricity is generated by Natural Gas, so the chart below is particularly important to note. Even the price of coal, which has historically served to moderate electricity prices, has been trending up.

### CMP Standard Offer Rates 3/2005 through 8/2005

Medium

Highs & Lows ->

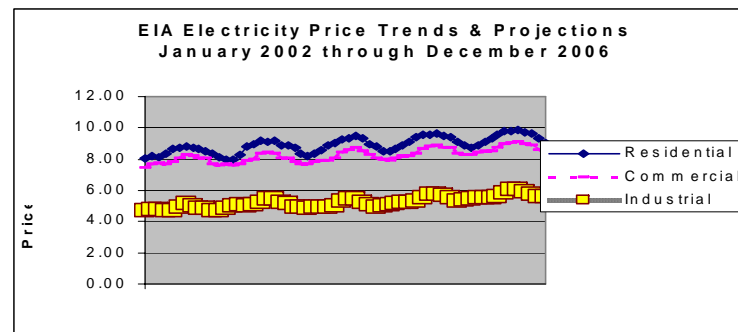
Period	Rate
High->	0.07299
Low->	0.06312
Average->	0.06759

MPUC Calculated Average \$ 0.0680

Rates ->

Period	Rate
Mar-05	0.06785
Apr-05	0.06342
May-05	0.06312
Jun-05	0.06551
Jul-05	0.07264
Aug-05	0.07299

### February 2005 U.S. Energy Information Administration-U.S. Electricity Pricing (Historical and Projected)



**Please don't hesitate to contact us with any  
questions you have.... Thank you**

